

**What is the idea behind Flexiport?**

Technology and Innovation is disrupting the way work gets done. Jobs, as we know them today, are rapidly changing. An Oxford University study suggests that 47% of today's jobs will disappear over the next 20 years. Another research reveals that 92% of CEO's and CHRO's are keen to restructure their organizations and flatten hierarchy.

On the other hand, an increasing number of professionals are breaking away from the typical 9 to 5 work style. Millennials as well as senior professionals are embracing an independent work style. The independent work style offers them not just greater flexibility and a better work-life balance, it also provides them an opportunity to earn more than what they would probably earn doing a job.

Digital platforms act as enablers for this new



**Shailesh Kantak,**  
Founder &  
CEO, Flexi  
Ventures

# 'Jobs are not going away, JOBS ARE CHANGING'

**Shailesh Kantak** is the founder and CEO of Flexi Ventures Pvt. Ltd. Founded in 2014, Flexi Ventures Pvt. Ltd. hosts a digital workspace for independent professionals. With over 23 years of experience in Consumer Products, Telecommunications and Digital Marketing, Shailesh has worked with companies like Blow Plast, BPL Mobile, Airtel and Reliance Communications. He has a Bachelor's degree in Engineering and a Masters in Management Studies. Shailesh along with two of his former colleagues Jeetendra Korde and Sameep Das, set up Flexi Ventures with a vision of supporting and enabling a disruptive work model, a model that would help professionals craft a flexible and independent career for businesses to improve productivity and re-engineer costs. In conversation with **Dominic Rebello**, Shailesh speaks about the evolution of a new Work Ecosystem and his vision of fostering business partnerships through an online platform that facilitates an innovative approach to work.

work ecosystem. FlexiPort is a digital platform that helps organizations hire expert, reliable and trustworthy professionals for their projects.

The core value proposition of our platform is the curation process we offer, that helps organizations take informed decisions on hiring the right resource. Through the help of technology, big data analytics and a smart match semantic algorithm, we source the right profiles for the organizations. Organisations save senior management time and effort in sourcing the right resource.

**Tell us about the new Work Ecosystem?**

I recently read a quote which effectively describes the new work ecosystem - "My father had one job in his life, I had six in mine, my kids will have six at the same time."

The structure of organizations is under attack. As technology disrupts the way work gets done, organizations have started exploring alternate work structures. Rather than hiring people for "roles", organizations are now hiring people for "projects".

This shift has an impact on individuals, organizations and the society as a whole. On the personal front, it is important for individuals to assess why they work, how are their careers progressing and how do they stay current with

their skills and capabilities. On the organizational front, jobs are rapidly changing as Augmented Intelligence takes over mundane tasks.

One of the biggest fears of the new ecosystem is "Are jobs going away?" The simple answer to it is yes. Automation is a reality. Mundane tasks will be taken over by machines. But the good news is for every job that goes away, two new ones will be created. So in essence, jobs are not going away, jobs are changing. And the challenge for professionals is to remain current by constantly learning new skills.

**How do you plan to scale up?**

We have had a very encouraging traction so far. FlexiPort today has more than 50000 users, close to 1000 projects worth Rs. 40 million have been posted on the platform and organizations are finding it effective working with independent professionals. We are now at a point where we are breaking even. Going ahead, there are 2 key objectives that we are working on. One, to further enhance and upgrade the platform through the use of big data analytics and deep learning. The second objective is to build scale. We are exploring options and are in discussions with investors.

**Your expansion plans?**

Over the last 2.5 years we have focused on 5 cities - Mumbai, Delhi, Bengaluru, Pune and Hyderabad. We wish to further consolidate our presence in these cities as we expand and establish the platform in other cities as well. Over the next year or so we will be india focussed and will explore the global markets subsequently. We believe there is immense potential in the indian market for us to tap into.

**Where do you see yourself five years down the road?**

We see ourselves as the leading and preferred digital platform in the category, loved by our customers for our innovative and intuitive products & services. FlexiPort will deliver excellence through sustained and bench-marked quality, executed by a team of highly passionate and motivated professionals. Our vision is to foster business partnerships through an online platform that facilitates an innovative approach to work. Through this platform, we will encourage professionals to adopt and businesses to support a flexible work model.



Mumbai is the city of dreams turning into realities. Follow the stories of successful and driven entrepreneurs every day in the **Afternoon D&C's 'Open for Business'** column for some inspiration of your own. If you know someone who just 'has' to feature here, write to our Senior Business Correspondent, [dominic.rebello@afternoondc.in](mailto:dominic.rebello@afternoondc.in)



## BUSINESS SHOTS

**Govt may unveil IIP, WPI with 2011-12 base year by April-end**

The government may launch two macroeconomic indicators - the index of industrial production and the wholesale price index - with new base year 2011-12 by April-end to ensure compatibility with growth numbers. The change in the baseline for IIP and WPI, currently at 2004-05, is expected to bring in more accuracy in mapping the level of economic activity and calculating other numbers like national accounts. The Central Statistics Office (CSO) has already changed the base for the country's national accounts, including the gross domestic product (GDP) and the gross value addition (GVA).

**Asia Index launches BSE Sensex Next 50 index**

Asia Index, a joint venture between S&P Dow Jones Indices and BSE, today announced the launch of Sensex Next 50 index in a bid to measure market movements in a diversified manner. The index will measure the performance of the subsequent 50 largest index-eligible stocks outside the S&P BSE Sensex 50. "The S&P BSE Sensex Next 50 index is an extension of the S&P BSE Sensex 50 index. Given the ever increasing demand from institutional and retail investors, we have launched this objective, rule-based and transparent index that is suitable to underlie exchange traded funds (ETFs) or index funds," Asia Index CEO Alka Banerjee said in a statement.

**Wonderchef to employ 1 lakh women across India**

In the mission to empower every Indian woman and on the occasion of International Women's Day, Wonderchef Home Appliances is creating employment opportunities for 1 Lakh women across the country by 2020. A venture of celebrity Chef Sanjeev Kapoor and successful entrepreneur Ravi Saxena, Wonderchef is known for its quality cookware and appliances enabling healthy cooking. Presently, over 50,000 women work with Wonderchef as Members and Entrepreneurs across the country through its D2H (direct to home sales) network. This community is educating & enhancing homes on benefits of healthy cooking and how to make everyday meals nutritious and safe for their loved ones, family & friends.

**Jetty Construction begins for H-Energy's LNG Re-Gasification Proj**

Work has started at Jaigarh port for the construction of jetty for the Floating Storage and Regasification Unit (FSRU) project of H-Energy Gateway Private Limited (H-Energy) located in the Ratnagiri District in the state of Maharashtra. In December 2016, H-Energy, the energy division of Hiranandani Group has given clearance to JSW Jaigarh Port Limited (Jaigarh Port) for constructing the jetty for its LNG re-gasification terminal project. The initial project will consist of a FSRU based LNG re-gasification terminal with a capacity of 4 MMTPA, which will ultimately be expanded to 8 MMTPA. The LNG import terminal is being developed under a sub-concession agreement between H-Energy and Jaigarh Port.

**Tata Motors unwraps Tiago AMT with Rs 5.39 lakh price tag**

Tata Motors today launched its hatchback Tiago with automated manual transmission (AMT), priced at Rs 5.39 lakh (ex-showroom Delhi). The Tiago AMT variant will be available across the country at the company's over 597 sales outlets, Tata Motors said in a statement. "Due to the continued good response to the Tiago, we are witnessing a month-on-month growth in the immensely competitive hatchback segment. The Tiago has been instrumental in the growth of Tata Motors' brand across the passenger vehicle market," said Mayank Pareek, Tata Motors President, Passenger Vehicles Business Unit.

**Capacit'e plans to raise Rs 400-500 cr through IPO in FY18**

Engineering firm Capacit'e Infraprojects plans to raise around Rs 400-500 crore through initial public offer (IPO) in fiscal 2018. According to sources, the company is likely to file its draft red herring prospectus (DRHP) in April. The company currently has an order book of around Rs 6,000 crore. It has projects in Mumbai Metropolitan Region, National Capital Region, Bengaluru, Cochin, Pune, Hyderabad and other major cities across India. Its order backlog stands at Rs 4,000 crore. In the last few months, post demonetisation, the company has bagged orders worth Rs 1,500 crore from realty players like Oberoi, Wadhwa, Rustomjee and Kalpataru in Mumbai, Emaar in Gurgaon and Ozone in Bengaluru.

**Birla Sun Life launches Resurgent India Fund-Series 3**

Birla Sun Life Asset Management Company today said it has launched Resurgent India Fund-Series 3, a closed-ended equity scheme with tenure of 3.5 years from and including the date of allotment. The company is part of the Aditya Birla Financial Services Group (ABFSG) and investment manager for Birla Sun Life Mutual Fund (BSLMF). The new fund offer (NFO), which opened for subscription from February 23, closes on March 9 with price of units of the scheme at face value of Rs 10 per unit.

**Bank of India observes Security Awareness Week**

Melwyn Rego, MD & CEO, Bank of India addressing the bank staff during the Security Awareness Week function.

Bank of India observed Security Awareness Week from 27.02.2017 to 03.03.2017. The campaign to sensitize the Bank's staff on security related matters in the Bank is being undertaken since the last 4 years. The Awareness drive kick started with the inaugural address given by Mr. Melwyn. O. Rego, MD & CEO who exhorted all staff of the Bank to observe all the laid down policies by the Security Dept, in letter and spirit.